

ENNEAGRAM TALK STYLES

<p>8 COMMANDS</p> <p>Arguing, debating, opposing, taking aim, scoring points, parting shots ... military metaphors.</p> <p>Self-talk: 'Do this my way'</p>	<p>9 CHRONICLES</p> <p>Recounting sagas, epics, generalizing, day-dreaming aloud, voicing vague notions, wondering, meandering</p> <p>Self-talk: 'Nice'n easy'</p>	<p>1 SERMONS</p> <p>Teaching, preaching, finding fault, admonishing, correcting, reminding of obligations</p> <p>Self-talk: 'That's not right'</p>
<p>2 SYMPATHIES</p> <p>Befriending, supporting, comforting, offering friendly advice, pitching in, meeting needs, getting personal</p> <p>Self-talk: 'You need me'</p>	<p>3 SALES PITCH</p> <p>Promoting, advertising, performing, exclaiming, motivational speeches, success stories</p> <p>Self-talk: 'Watch me shine'</p>	<p>4 LAMENTS</p> <p>Longing, lamenting, extolling, yearning, regretful sighs, poetic turns of phrase, self-expression</p> <p>Self-talk: 'I'm feeling ...'</p>
<p>5 LECTURES</p> <p>Detailed explanations, informative displays of knowledge, definitions, facts, precise instructions, logical, rational arguments</p> <p>Self-talk: 'I'm thinking ...'</p>	<p>6 CAUTIONS</p> <p>Questions, warnings, second-guessing, trouble-shooting, worst-case scenarios, defending / testing</p> <p>Self-talk: 'But what if ...'</p>	<p>7 ANECDOTES</p> <p>Joking, laughing, story-telling, entertaining, shifting gears, changing venues, sampling, imagining, checking out, moving on</p> <p>Self-talk: 'On a lighter note'</p>